Ford, Toyota, AMC launch programs

Sales incentive plans abound for summer

By Joseph Bohn
Marketing Editor

The pace of new marketing programs continues hot and heavy, with Ford Motor, Toyota and American Motors being the latest to offer a mixed bag of summer incentives.

At Ford Division, there's a June 7-July 31 dealer incentive on cars, called "Dealer's Choice."

This non-retroactive program pays dealers on eligible new and unused '81/'82 Mustangs and Granadas, with their choice of a third incentive line being either Thunderbird or Fairmont.

Dealers receive nothing on 0-19.9 percent of their three-car objective, $300 per unit for 20-59.9 percent and $600 per unit for 60 percent and over.

Ford Division also extended the 5 percent rebate and the 24-month/24,000-mile Ford Care on '81/'82 Escort and '82 EXP models. (The '81 Escort gets a flat $250 rebate, rather than 5 percent.)

Sales people also receive $100 on every '81/82 Escort and every '82 EXP they sell from June 8 to July 10, with a one-unit qualifier, under a contest called "Bet on the Best."

Ford is also running an "Ace-in-the-hole" truck contest. This non-retroactive cash payment program covers '81 and '82 F-100 to F-350 pickup trucks. It runs from June 7 to July 31.

Dealers get nothing for 0-19.9 percent of objective, $100 for 20-49.9 percent, $200 for 50-89.9 percent, $400 for 90-99.9 percent, $500 for 100-109.9 percent and $700 for 110 percent and over.

There is a June 1-30 fast start, with a separate Ranger objective. Dealers who hit this receive $75 additional payment in each F-100 to F-350 category, except the first (0-19.9 percent) for which they still earn zero. There is no payment on Ranger itself.

• Finally, there is a June 1-July 31 "Vegas Venture" trip contest for Ford dealership sales managers.

It includes all car lines. The larger dealerships compete against a certain objective and the rest compete in groups among themselves for high-over-objective.

About 900 trips will be awarded to winning managers for the Sept. 1-3 new car showing in Las Vegas.

There is a June 1-30 fast-start on Escort/EXP.

Managers who hit it get a bonus $500 cash to spend in Las Vegas.

At Lincoln - Mercury, sales managers, instead of a trip, get cash, based on selling Lynx and LN7 cars.

Under a June 8-July 31 contest, part of L-M's "Summer Sales Drive" program, sales managers receive $20 on every '81/82 Lynx and every '82 LN7 they sell. If they hit a June 8-30 fast-start, they receive an additional $20, retroactively. If they hit their total objective, they get another $20 retroactively, bring total possible earnings to $60 per car.

Lynx and LN7 also continue to receive a 5 percent rebate and 24/24 free maintenance and warranty from June 7 to July 31. (The '81 Lynx gets a flat $250, rather than 5 percent.)

L-M dropped the 5 percent rebate on Lincoln, Continental and Mark VI, though it continues to offer 36/36 warranty free-maintenance coverage on those models through July 31.

Continentals retailed and de-

Continued on Page 8, Col. 1

1st Grand Prix a solid success in Motor City

DETROIT. — Sponsors of the Detroit Grand Prix run through the streets here June 6 called the event a success — financial and otherwise.

Receipts from a weekend of racing still were being counted late last week. Robert McCabe, president of the sponsoring Detroit Renaissance, Inc., said the breakeven point probably was reached.

"If so, ours is the first Grand Prix to start in a city that didn't lose money," he said. Other Grand Prix events in this country are in Long Beach, Calif., and Las Vegas. Police estimated the Detroit crowd at 100,000.

There was general agreement the three days of competitive activity aroused a high level of enthusiasm in this depressed area.

Grand Prix winner was John Watson, a Briton, driving a McLaren powered by a Cosworth-Ford engine.

index

Auction reports	42, 50
Classified advertising	43
Editorial page	14
Engineering	29
Obituaries	32
Production by makes	54
Truck highlights	10

57th year — No. 4919

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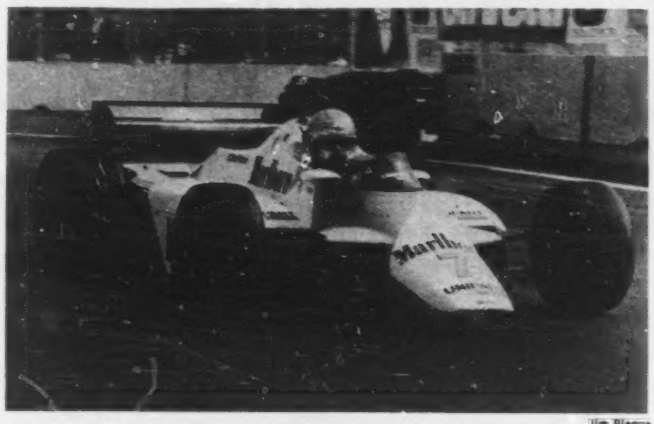

Jim Plague

Grand Prix draws 100,000 race fans

British driver John Watson in his Marlboro McLaren-Cosworth car No. 7 won the first Detroit Grand Prix, which was held June 6. About 100,000 fans viewed the race.

Lutz to executive VP for Ford International

Robert A. Lutz is moving up to one of the top jobs in Ford Motor Co. He will become executive vice president, International Automotive Operations on Aug. 1, succeeding John McDougall, who will retire after 47 years with the company.

Lutz, 50, has been chairman of Ford of Europe since 1979 and was president of the European subsidiary for two years before that. He joined the company in 1974 as general manager of Ford of Germany, coming from BMW, where he was sales vice president.

This will be Lutz's first U. S. job with Ford. He entered the auto industry in 1963 with General Motors and served with GM's Opel operation in West Germany and with GM of France before going to BMW.

The Lutz-for-McDougall move and the July 1 retirement of Harold C. MacDonald, 65, vice president of engineering and research, triggered a series of personnel changes at Ford last week.

Herbert L. Misch, 64, will succeed MacDonald, a 34-year Ford veteran. Misch has been vice president of environmental and safety engineering since 1972.

Edward J. Blanch, 56, succeeds Lutz as chairman of Ford of Europe. Blanch is a Ford Motor vice president.

James A. Capolongo, 47, replaces Blanch as president of Ford of Europe. Capolongo, a Ford Motor vice president, has been general manager of Truck Operations for Ford North American Automotive Operations.

Edson P. Williams, 58, succeeds Capolongo in the truck post. Williams, a Ford Motor vice president, has been president of Ford Asia-Pacific, Inc.

Sir Brian Inglis, 58, becomes acting president of Ford Asia-Pacific. He has been operations vice president there and also is chairman of Ford of Australia.

L. Lindsey Halstead, 51, was elected a Ford Motor vice president and was named to succeed Robert C. Graham as head of Latin American Automotive Operations. Graham is on medical leave of absence.

Robert M. Gerrity, 44, succeeds Halstead of director-president of Ford Brazil. Gerrity has been director-vice president there.

Helen O. Petrauskas, 38, has been appointed executive director of environmental and safety engineering. She has been director of the automotive emissions and fuel economy office.

Former exec sues GM for $69 million

By Roger Rowand

PONTIAC.—George G. Spaulding, former general sales manager for Pontiac, has filed suit here against General Motors. He is seeking some $69 million for defamation of character and breach of contract and good faith.

The suit asks for unspecified additional damages for age discrimination. It also charges violation of the federal pension security law.

Spaulding, 62, claims he was pushed out of GM in June, 1981, because Pontiac General Manager William E. Hoglund wanted to bring in a younger executive of his own choosing.

GM had no comment on the suit. However, a Pontiac spokesman said Spaulding was replaced "as part of a management reorganization designed to bring a fresh approach to our marketing effort. He was offered a sales manager's position with another GM division which he declined to accept."

The suit was filed in Oakland County Circuit Court and gives a good measure of insight into some of the inner workings of the big corporation.

Spaulding said he joined the company in 1958 at Buick on special assignment to the general sales manager. Positions he held included manager of retail operations in Flint for Buick and director, Opel sales, for Buick in Flint.

While manager of Chevrolet's retail store in New York, he took over one Chevrolet-Pontiac dealership and within one year had it profitable and selling 11,000 units in a year, he said.

He told the court he was assistant regional sales manager for Chevrolet responsible for fleet sales and developing sales campaigns. He also was national director of service for Chevy and served as director of sales for Adam Opel in Germany.

While in the latter position, he developed a 2,200-dealer organization in 13 Western Europe

Continued on Page 6, Col. 1

Stempel terms current market situation an anomaly

Big cars dying hard; Chevy asks for second shift

By Roger Rowand
Engineering Editor

Chevrolet has requested a second work turn for big-car assembly at the Fairfax (Kans.) assembly plant because of what Robert Stempel, division general manager, calls an anomaly.

The big Chevrolet (Impala-Caprice) is out of synch. It is selling well.

"There is a lot of talk about fuel, its availability and pricing, yet that car is enormously popular," Stempel told the Detroit Auto Writers Group last week.

"Our dealers literally are going to sell out of it this year," he said. "Given the situation two years ago, you would have said that by now volume would be decreasing and be down substantially. But it looks as though it is going to do about 230,000 units. That's sizeable in anybody's book."

That figure represents annual selling rate rather than an actual total.

"With that volume, it's in the lineup," Stempel said. "I'm glad our dealers can sell it and make a profit on it. It's helping keep some of our dealers afloat right now.

"It's certainly a good car, but with where we think we're going in this busines, it's an anomaly. It's not the way we think we're going."

He said the full-size car of the future "might be a tad bigger than the Celebrity but certainly in that category. It will have that wheelbase, 16 or 17 cubic feet of luggage and room for five or six people.

"I think that's the kind of car we're talking about as we start to talk about 30-MPG sedans. A full-frame, V-8 car doesn't fit in that category," he said.

"I use that figure of 230,000 current selling rate, but two years ago I would have told you we'd be selling 150,000 Caprices. Talking about 230,000 on an annualized basis is certainly off the trend line. I've got to think it's an aberration.

"I cannot believe we're going to be—as a country—out of line with the rest of the world on gasoline prices this much for much longer," he said.

"Once the consumer saw gasoline in a range he felt comfortable with, he began to revert to some of his older buying habits. Clearly, our planning is not based on that. Our planning is based on energy that's got a fairly realistic cost. Our product line is aimed at a much more fuel-efficient mix," he said.

Stempel said industry annual sales are at a rate of 8.5 million instead of a trendline rate of 10 million.

"We're seeing an aberration in the market because a great chunk of our volume is not there," he said. "Of people who are buying, an awful lot are not affected by the recession. You have a lot of people in there who are almost insulated from it.

"To take a prediction of where we're going in the future based on what we're selling today is very, very risky. You have to remember a great many of those 2 million buyers that I don't think are in the industry mix are in our — Chevrolet's — mix. That may be as many as one third.

"I'd like them to come back into the marketplace so I can see what they're going to choose," Stempel said.

• Stempel said he is one of the few at General Motors who have managed three divisions. He has headed Pontiac, Adam Opel in Germany and Chevrolet.

In ranking his priorities at Chevrolet, where he assumed command in February, he listed getting people back to work as first. That is followed closely by getting them back to work productively, he said.

Ranking high, too, he said, is the health of the dealer body

Continued on Page 52, Col. 4

May total up for first month since September, 1981

U.S. makes spearhead sales gain

By Jenny L. King
Staff Writer

New-car sales in May by the domestic auto makers were up for the first full month since September of 1981, while sales of imported cars were down for the ninth consecutive month.

Optimists predicted that the domestic industry was at last beginning a serious recovery from its three-year-long sales depression. Detractors reasoned that customer incentives, price breaks on certain models, corporate employe sales plans and the like were behind the gain and warned that the bubble will burst in June.

Domestic sales climbed 11.46 percent over the year-ago month, largely on the strength of General Motors totals which were up 22.00 percent. Domestic sales were up all three reporting periods in May, the first time that phenomenon has occurred since August, 1981, when customer rebates pumped life into the market.

Domestic sales totaled 584,074 for the month, up 11.46 percent over 524,021 a year ago. In 1980, the total for the month was 498,474. Best May was in 1978 when 962,985 new U. S.-built cars were retailed.

Year-to-date domestic sales of 2,483,394 were down 11.01 percent from 2,790,654 last year.

Import sales were down 9.54 percent in May, to 189,790 from 209,794 in 1981. They have been on the decline since last August. Year-to-date sales for imported cars were down 18.46 percent for the five months, to 871,123 from 1,068,304.

Industry total for the month was 773,864, up 5.46 percent from 733,815 in 1981. Year-to-date sales numbered 3,354,517, down 13.07 percent from 3,858,958.

General Motors enjoyed a 22.00-percent increase in sales for the month, climbing to 384,015 from 314,764 last year. Ford Motor Co. was running in place, its sales up 1.34 percent, to 123,987 from 122,343. Chrysler Corp. sales of 61,603 units were up 4.78 percent from 58,791.

Volkswagen of America plunged 56.48 percent, to 6,299 from 14,475 last year, and American Motors domestic sales were 8,170, down 40.14 percent from 13,648.

GM earned 65.75 percent of the domestic market in May, up from 60.07 percent last year. The 12.8-percent interest program initiated by the company earlier this spring ran through the end of May and probably was responsible for the successful sales report.

Ford sales accounted for 21.22 percent of the May market, down from 23.35 percent in 1981. Chrysler slipped back to 10.55 percent from 11.22 percent. VWoA cornered 1.08 percent, down from 2.76 percent, and AMC had the remaining 1.40 percent, down from 2.60 percent.

All five GM makes plus Chrysler and Lincoln were up during the month. Chrysler more than doubled its sales compared with May of 1981, climbing to 15,748 from 6,859. Lincoln was up 39.80 percent, to 8,701 from 6,224. Buick notched a record for the month, 80,925, and was up 36.74 percent from 59,182.

Cadillac was up 36.19 percent, Chevrolet was up 27.46 percent, Oldsmobile was up 13.20 percent and Pontiac was up 1.44 percent.

Domestic makes missing their year-ago sales levels were: VWoA, down 56.48 percent; AMC, down 40.14 percent; Imperial, down 35.57 percent; Plymouth, down 16.82 percent; Dodge, down 4.90 percent; Mercury, down 0.83 percent, and Ford, down 0.68 percent.

• Imports down as a group fell 9.54 percent in May, and included a mixed bag of successes and failures. Second-place Datsun was up 13.08 percent from 1981 while top-selling Toyota was down 13.35 percent. Honda was down 5.28 percent, Mazda was off 18.75 percent and Subaru was down 19.83 percent.

BMW reported record sales in May, up 11.42 percent, to 4,167 from 3,740 last year. Competitors Mercedes-Benz and Audi had different stories to tell: Mercedes was even with its year-ago sales, 5,684 compared with 5,695, while Audi was down 26.67 percent, to 3,593 from 4,900. Volvo was up 5.64 percent, Saab was up 30.65 percent, Peugeot was down 30.42 percent, and Jaguar had a record month, up to 791 from 374.

Imports captured the single largest chunk of the month's market, 24.52 percent, down substantially from 28.58 percent a year earlier. U. S. intermediates cornered 24.09 percent, compacts had 17.78 percent, subcompacts had 16.04 percent, standards had 11.63 percent and luxury models had 5.94 percent.

In May, 1981, imports won 28.58 percent, intermediates had 20.06 percent, compacts had 19.04 percent, subcompacts had 17.20 percent, standards had 10.32 percent and luxury cars had 4.80 percent.

Of the domestics-only market in May, intermediates had 31.91 percent, compacts had 23.56 percent, subcompacts had 21.25 percent, standards had 15.41 percent and luxuries had 7.87 percent.

Late-May domestic sales were up 6.80 percent, to 211,013 from 197,572 in 1981. With eight selling days this year and last, the daily rate of 26,377 was up 6.80 percent over 24,697. It was the best daily selling rate so far this year, just beating out the 26,329 average posted March 21-31.

Market shares for the five major domestic auto makers for the May 21-31 period were: GM, 64.46 percent; Ford, 20.94 percent; Chrysler, 11.47 percent; VWoA, 1.71 percent, and AMC, 1.42 percent.

During the last period in May, GM sales were up 15.17 percent from 1981, Ford was up 0.47 percent, Chrysler was up 5.71 percent, VWoA was down 51.22 percent and AMC was off an estimated 42.30 percent.

Where Auto Market was in May

	Total Sales	Pct. of Total
SUBCOMPACT	124,112	16.04
COMPACT	137,609	17.78
INTERMEDIATE	186,386	31.91
STANDARD	90,001	11.63
LUXURY	45,966	5.94
IMPORT	189,790	24.52
TOTAL	773,864	100.00

IMPORTED CAR SALES

	May 1, 31, 1982	May 1, 31, 1981	5 mos., 1982	5 mos., 1981
Alfa Romeo	165	253	737	714
Audi	3,593	4,900	18,492	20,221
BMW	*4,167	3,740	19,955	16,328
Challenger	1,250	525	6,169	5,661
Champ	1,940	1,626	13,955	19,790
Colt	2,247	1,526	15,123	20,200
Datsun	40,261	35,605	184,374	205,550
DeLorean	236	.....	1,217	.....
Fiat	1,375	3,279	8,199	15,339
Fiesta	.....	2,971	.....	26,505
Honda	33,917	35,809	128,177	172,085
Isuzu	930	2,330	5,397	5,306
Jaguar	791	374	3,569	1,614
Lancia	54	97	323	444
Mazda	11,980	14,745	62,346	76,995
Mercedes-Benz	5,684	5,695	26,548	26,775
MG	.....	460	.....	2,151
Peugeot	972	1,397	5,673	6,760
Porsche	1,258	992	5,569	4,919
Renault	3,580	3,035	15,513	14,791
Rover	.....	62	.....	348
Saab	1,624	1,243	7,080	6,304
Sapporo	916	578	4,742	5,978
Subaru	10,683	13,325	60,002	64,801
Toyota	50,141	57,865	217,258	274,963
Triumph	.....	1,171	.....	5,427
Volkswagen	5,415	9,933	26,709	37,875
Volvo	6,611	6,258	33,996	30,460
TOTAL	189,790	209,794	871,123	1,068,304

U. S. CAR SALES BY MARKETING UNITS

	May, 1982	May, 1981	5 mos., 1982	5 mos., 1981
Chevrolet	139,885	109,752	569,683	658,808
Ford	85,593	89,149	393,519	472,978
Oldsmobile	86,302	76,239	348,525	378,221
Buick	80,925	59,182	306,343	316,268
Toyota	50,141	57,865	217,258	274,963
Pontiac	52,165	51,427	216,600	242,293
Datsun	40,261	35,605	184,374	205,550
Plymouth	25,933	29,949	132,303	180,244
Honda	33,917	35,809	128,177	172,085
Dodge	25,804	25,507	132,799	168,096
Mercury	29,693	29,941	142,421	148,288
VW of America	16,565	30,300	89,081	135,790
Cadillac	24,738	18,164	98,828	90,900
AMC-Renault	11,750	16,684	53,731	80,139
Mazda	11,980	14,745	62,346	76,995
Subaru	10,683	13,325	60,002	64,801
Chrysler/Imperial	16,219	7,590	69,023	45,552
Volvo	6,611	6,258	33,996	30,460
Lincoln	8,701	6,224	36,810	29,017
Mercedes-Benz	5,684	5,695	26,548	26,775
BMW	4,167	3,740	19,955	16,328
Fiat	1,429	3,376	8,522	15,783
Jaguar-Rover-Triumph	791	2,067	3,569	9,540
Isuzu	930	2,330	5,397	5,306
Peugeot	972	1,397	5,673	6,760
Saab	972	1,243	7,080	6,304
DeLorean	236	.....	1,217	.....
Alfa Romeo	165	253	737	714
TOTAL	773,864	733,815	3,354,517	3,858,958

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.

DOMESTIC CAR SALES

	May 21 to May 31, 1982	Same Period, 1981	May, 1982	Same Month, 1981	Jan. 1 to May 31, 1982	Same Period, 1981
Spirit	.....	.....	1,999	3,757	9,130	18,041
Concord	.....	.....	3,150	5,553	12,944	26,066
Pacer	.....	.....	.....	38	.....	111
Eagle	.....	.....	3,021	4,300	16,144	21,130
AMERICAN MOTORS*	3,000	5,200	8,170	13,648	38,218	65,348
Horizon	2,513	3,451	4,950	7,525	23,552	38,363
TC3	1,725	2,042	3,746	5,648	17,258	24,509
Reliant/Volare	4,008	5,580	11,831	12,961	63,633	85,322
Plymouth	832	482	2,550	1,611	9,163	6,282
Total Plymouth	9,078	11,555	23,077	27,745	113,606	154,476
LeBaron	336	1,298	351	4,099	912	22,539
LeBaron K	2,843	.....	8,310	.....	36,945	.....
Cordoba	641	636	1,372	1,958	6,683	13,232
New Yorker	2,007	.....	5,715	.....	22,953	.....
Chrysler	.....	252	.....	802	.....	7,207
Total Chrysler	5,827	2,186	15,748	6,859	67,493	42,978
Total Imperial	298	302	471	731	1,530	2,574
Omni	2,047	1,898	4,084	5,113	19,434	28,875
024	1,787	1,787	3,671	4,988	18,171	21,156
Aries/Aspen	2,849	3,788	8,829	8,999	48,075	65,820
Dodge 400	729	.....	1,967	.....	10,618	.....
Diplomat	1,138	807	2,915	2,642	11,758	14,362
Mirada/Magnum	457	407	841	1,133	3,451	7,680
Dodge	.....	173	.....	581	.....	4,342
Total Dodge	9,007	8,860	22,307	23,456	111,507	142,235
CHRYSLER CORP.	24,210	22,903	61,603	58,791	294,136	342,263
Pinto	.....	164	.....	542	.....	8,691
EXP	1,196	2,801	3,449	8,145	19,089	14,100
Escort	10,639	9,252	31,398	25,864	146,576	133,720
Mustang	3,809	5,138	10,745	14,432	51,423	77,764
Fairmont	4,768	4,834	12,521	14,535	57,639	85,665
Granada	3,506	2,494	10,632	7,424	50,118	45,097
Thunderbird	1,571	1,678	4,259	4,833	18,038	33,932
Ford	4,224	4,241	12,589	10,403	50,636	47,504
Ford Division	29,713	30,602	85,593	86,178	393,519	446,473
Bobcat	.....	52	.....	125	.....	1,996
LN7	457	748	1,302	2,023	7,017	3,967
Lynx	3,120	3,065	8,354	8,755	43,391	43,564
Zephyr	1,589	1,949	4,105	5,025	18,969	25,231
Cougar/Monarch	1,994	1,240	4,595	3,551	22,364	18,124
XR-7	581	809	1,472	2,187	6,733	12,827
Capri	954	1,666	2,450	4,614	13,509	22,437
Mercury	2,602	1,395	7,415	3,661	30,438	20,142
Total Mercury	11,297	10,924	29,693	29,941	142,421	148,288
Cont./Versailles	622	.....	1,711	.....	10,829	.....
Lincoln	1,545	1,272	4,084	3,121	14,638	13,939
Mark VI	1,014	1,188	2,906	3,103	11,343	15,078
Total Lincoln	3,181	2,460	8,701	6,224	36,810	29,017
L-M Division	14,478	13,384	38,394	36,165	179,231	177,305
FORD MOTOR	44,191	43,986	123,987	122,343	572,750	623,778
Skyhawk	2,416	.....	5,999	.....	14,495	.....
Skylark	5,346	6,340	14,460	16,190	71,250	91,593
Century FD	3,399	.....	10,318	.....	37,066	.....
Regal Sedan	3,643	4,811	9,040	12,754	34,616	61,908
Regal Coupe	7,129	6,003	17,698	15,290	61,885	89,751
Le Sabre	4,455	2,474	11,843	6,571	43,777	32,082
Electra	2,197	1,686	6,215	4,378	24,011	22,089
Riviera	1,893	1,509	5,352	3,999	19,243	18,845
Buick Division	30,478	22,823	80,925	59,182	306,343	316,268
Cimarron	286	140	817	164	5,780	168
Seville	704	700	1,826	1,803	9,981	10,427
Cadillac	6,293	4,308	15,889	11,625	59,789	58,209
Eldorado	2,555	1,826	6,206	4,572	23,278	22,096
Cadillac Division	9,838	6,974	24,738	18,164	98,828	90,900
Chevette	6,931	9,169	24,382	24,783	108,682	181,318
Cavalier/Monza	3,659	1,693	11,965	2,543	55,967	14,808
Citation	5,009	8,597	16,123	21,159	94,440	138,370
Camaro	9,110	3,638	26,334	9,893	80,673	48,980
Celebrity	3,478	.....	12,140	.....	35,658	.....
Malibu	3,971	7,450	12,299	20,399	51,154	103,272
Monte Carlo	4,169	4,126	11,878	11,005	46,028	73,301
Chevrolet	7,843	6,666	22,196	17,281	86,269	84,250
Corvette	934	887	2,568	2,689	10,812	14,509
Chevrolet Division	45,104	42,226	139,885	109,752	569,683	658,808
Firenza/Starfire	1,256	.....	3,112	.....	9,493	.....
Omega	2,229	2,522	6,564	8,972	36,405	49,630
Cutlass Ciera	4,251	.....	11,856	.....	44,404	.....
Cutlass	.....	6,444	.....	21,557	.....	93,795
Supreme	10,741	6,267	31,163	20,685	128,142	118,789
Olds 88	7,372	4,198	20,364	14,715	76,721	65,714
Olds 98	3,290	1,885	9,107	6,941	37,937	34,588
Toronado	1,518	979	4,136	3,369	15,423	15,705
Oldsmobile Division	30,657	22,295	86,302	76,239	348,525	378,221
T-1000	1,591	3,459	4,145	7,711	25,151	13,625
J-2000/Sunbird	2,103	2,602	5,257	4,204	24,513	27,873
Phoenix	1,524	3,281	4,270	7,315	24,937	41,361
Firebird	4,952	2,751	13,206	5,732	46,438	28,045
6000	2,042	.....	5,309	.....	18,272	.....
Bonneville/LeMans	3,208	3,111	8,462	7,052	33,575	34,063
Grand Prix	4,428	4,642	11,244	10,641	40,208	58,146
Pontiac	81	3,926	272	8,772	3,506	39,180
Pontiac Division	19,929	23,772	52,165	51,427	216,600	242,293
GENERAL MOTORS	136,006	118,090	384,015	314,764	1,539,979	1,686,490
VOLKSWAGEN	3,606	7,393	6,299	14,475	38,311	72,775
DOMESTIC TOTAL	211,013	197,572	584,074	524,021	2,483,394	2,790,654
IMPORT TOTAL	.....	.....	189,790	209,794	871,123	1,068,304
INDUSTRY TOTAL	.....	.....	773,864	733,815	3,354,517	3,858,958

†—Estimate.
*—AMC does not issue a nameplate breakout for a 10-day periods.

Slow economic recovery downgrades projections

'82 sales forecast: 8.38 million cars

Continued from Page 1

WORLD OUTLOOK did have some good news in the truck market, with light truck deliveries forecast at 2.36 million units for the year compared with the 2.24 million forecast in March. The 1981 total was 2.04 million.

The heavy-truck sales projection remained unchanged at 240,000 units. The 1981 heavy-truck tally was 230,000.

The good news in the light-truck forecast was tempered, however. John Hammond, manager of DRI's U. S. automotive service, told AUTOMOTIVE NEWS the increase is due to a "stronger than expected response to the rebate programs by consumers."

The DRI official said the increase in the large-car forecast represented "a change in terms of magnitude, not direction." He said that gasoline prices fell faster than expected and the large-car segment strengthened faster than expected.

"Fundamentally, the large-car segment remains the strongest segment in the current forecast period," Hammond said.

The situation in Europe, overall, was roughly analagous to the U. S. market condition.

Geoff Skipper, manager of DRI's international auto industry services, said that the market for large cars in Europe also looks relatively good.

"The large-car market is definitely beginning to grow," Skipper said, "and this will help the German manufacturers."

"Overall, the manufacturers who will do well will have to have strength in the medium-car and large-car markets," Skipper said. "The future looks good for even some of the smaller companies like Volvo and Saab, although I have mixed feelings about BMW because they have financial problems but a good product program."

Ford, Toyota AMC launch sales programs

Continued from Page 3

livered through July 31 qualify for $1,500 dealer cash incentives. Cars ordered for post-July delivery qualify for the $1,500, if orders are received in the zone offices by June 22.

Under a separate contest, running June 8 to July 10, sales people receive $100 per unit for every '81/82 Lynx and every '82 LN7 they sell, subject to a one-unit qualifier.

Also, there is the dealer cash incentive on Cougar/Capri, with dealers having a choice of Zephyr or XR-7 as their third sales objective car. Dealers earn nothing for 0-19.9 percent of objective, $300 per unit for 20-59.9 percent and $600 per unit for 60 percent and over, non retroactively.

• Toyota's new truck incentive is called "Best of the best—'82 Truck Challenge." It runs from June 2 to Sept. 1 and covers all new and unused '81 and '82 trucks.

Although there is only one total truck objective, dealers get paid differently on two-wheel-drive and four-wheel-drive units. There is a separate two-unit qualifier for 2WD and 4WD units before dealers get paid.

Payments are as follows: 0-50 percent of objective pays $50 on 4WD and $200 on 2WD units; 51-75 percent pays $100 on 4WD and $250 on 2WD units; 76-100 percent pays $150 on 4WD and $300 on 2WD units; 101 percent and up pays $250 on 4WD and $600 on 2WD units.

Payments are non retroactive.

Finally, American Motors extended its price cuts on '82 Jeep CJ-5, CJ-7 and Scrambler for as long as the inventory lasts.

AMC originally reduced the advertised delivered price of these vehicles to $6,765 (and the dealer price to $5,750 to maintain the discount, the difference refunded by check) for the April 1-June 30 period.

Although the program hasn't run out yet, it has been extended until the last of the '82s are sold.

Edgar R. Molina dies; retired Ford VP

DALLAS. — Edgar R. Molina, retired Ford Motor Co. vice president, died May 28 at his home near here. He was 65.

Mr. Molina joined Ford's Latin American Operation in 1957. He was elected a vice president of Ford Motor Co. in 1968 and was named vice president of sales for Ford of Europe. He served as chairman and managing director of Ford of Latin America from 1974 to 1978 and then became vice president-consultant for Ford International Automotive Operations. He retired from Ford in 1979.

breaking news

Continued from Page 1

fall. The program will enable an hourly worker to purchase demand notes from Ford Motor Credit Co. with a minimum investment of $50.

More on '83 Ford intros

DETROIT.—Ford Motor clarified an AUTOMOTIVE NEWS article on '83 introductions. Essentially, its regular Thunderbird/XR-7 V-6-powered models debut in January, but a new four-cylinder Thunderbird turbo coupe won't bow until late February or early March. A turbo four-cylinder XR-7 will bow in the fall of 1983 as an '84 model.

Union vote a draw at GM Anaheim

ANAHEIM, Calif.—Last week's UAW representation vote at the General Motors' Delco-Remy battery plant here was a tie (136-136) with four challenged votes. The National Labor Relations Board is examining those ballots.

AUTOMOTIVE NEWS WORLD OUTLOOK

GENERATED BY DATA RESOURCES INC.

		1982					1983				
	Year '81	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year '82	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year '83
U. S. Macroeconomic Outlook											
% change gross national product—1972 dollars	2.00	-4.25	-1.43	3.49	3.74	-1.47	2.97	3.48	4.52	4.28	3.27
Index of production workers wages	2.74	2.87	2.91	2.95	3.00	2.93	3.05	3.10	3.16	3.21	3.13
Consumer price index (all urban)—all items	2.72	2.84	2.85	2.90	2.94	2.88	2.99	3.04	3.09	3.14	3.07
Unemployment rate—all civilian workers	7.63	8.77	9.55	9.65	9.38	9.34	9.18	8.99	8.73	8.46	8.84
Index of consumer sentiment	0.71	0.67	0.65	0.68	0.69	0.67	0.67	0.71	0.74	0.74	0.72
Housing starts, private including farm—total	1.10	0.92	0.91	1.12	1.29	1.06	1.26	1.33	1.42	1.48	1.37
Index of real gasoline prices (1981:4=1)	0.99	0.97	0.90	0.92	0.94	0.93	0.96	0.97	0.99	1.00	0.98
U. S. Financial Outlook											
Prime rate on short-term business loans	18.87	16.27	16.18	14.37	14.45	15.32	15.52	14.79	14.53	14.84	14.92
Finance rate on consumer auto loans	16.54	17.05	16.96	16.77	16.69	16.87	16.84	16.88	16.91	16.96	16.90
Real new-issue rate	6.30	6.61	6.32	5.24	5.63	5.95	6.56	6.10	4.98	5.30	5.73
Real short-term interest rate	8.04	7.21	7.75	6.21	7.10	7.07	7.53	6.03	5.92	6.49	6.49
Personal savings as % disposable income	10.34	11.01	11.67	13.92	13.87	12.62	12.44	11.84	14.52	15.01	13.45
Ratio of corporate profits to GNP	7.99	5.68	5.41	5.58	5.59	5.56	5.71	5.82	5.99	6.12	5.91
Ratio of fixed investment to GNP	11.24	11.27	10.63	10.15	9.84	10.48	9.95	10.01	10.12	10.21	10.07
U. S. Automotive Outlook											
Total new passenger car retail sales rate—units	8.59	8.23	7.73	8.57	9.00	8.38	9.15	9.39	9.75	9.88	9.54
Domestic share %	72.79	72.47	73.50	73.14	76.06	73.79	75.23	75.86	76.27	76.29	75.91
Fuel efficient units	3.61	—	—	—	—	3.19	—	—	—	—	3.63
Full size & intermediate units	4.98	—	—	—	—	5.20	—	—	—	—	5.92
Import share %	27.35	27.94	26.50	26.86	23.94	26.31	24.77	24.14	23.73	23.71	24.09
Dealer deliveries—light trucks—units	2.04	2.45	2.36	2.30	2.32	2.36	2.21	2.29	2.26	2.33	2.27
Dealer deliveries—Class 6-8—trucks—units	0.23	0.20	0.20	0.22	0.24	0.24	0.25	0.25	0.25	0.26	0.28

WORLD AUTOMOTIVE OUTLOOK

European New Car Registration Outlook

	1980	1981	1982	1983	1984	1985	1986
United Kingdom							
Small Cars							
From UK	.333	.412	.412	.425	.389	.394	3.91
From Italy	.041	.047	.048	.055	.051	.052	.052
From France	.098	.081	.079	.086	.083	.083	.083
From West Germany	.080	.096	.101	.114	.111	.108	.107
From Japan	.107	.100	.106	.115	.115	.116	.115
Large Cars							
From UK	.378	.298	.312	.331	.332	.343	.341
From Italy	.021	.023	.020	.022	.022	.024	.023
From France	.066	.056	.054	.061	.064	.067	.066
From West Germany	.169	.160	.157	.172	.179	.188	.187
From Japan	.073	.062	.065	.066	.070	.073	.073
France							
Small Cars							
From UK	.021	.018	.022	.020	.019	.019	.020
From Italy	.055	.073	.081	.089	.081	.079	.081
From France	.869	.834	.888	.890	.834	.833	.858
From West Germany	.093	.137	.156	.161	.144	.143	.147
From Japan	.037	.032	.041	.041	.040	.039	.040
Large Cars							
From UK	.005	.004	.005	.005	.005	.005	.005
From Italy	.038	.034	.034	.037	.036	.035	.036
From France	.571	.484	.536	.571	.547	.536	.552
From West Germany	.102	.131	.135	.151	.138	.136	.139
From Japan	.018	.014	.016	.016	.016	.016	.016
West Germany							
Small Cars							
From UK	.001	.001	.001	.001	.001	.001	.001
From Italy	.068	.073	.079	.085	.083	.085	.082
From France	.136	.117	.131	.135	.130	.133	.129
From West Germany	.668	.692	.730	.799	.786	.800	.773
From Japan	.118	.125	.128	.140	.138	.143	.138
Large Cars							
From UK	.007	.007	.007	.006	.007	.007	.007
From Italy	.025	.031	.028	.030	.030	.033	.031
From France	.087	.074	.083	.082	.088	.093	.089
From West Germany	1.069	.994	1.018	1.091	1.164	1.216	1.175
From Japan	.099	.096	.097	.096	.101	.107	.104
Italy							
Small Cars							
From UK	.018	.021	.039	.037	.038	.036	.034
From Italy	.788	.795	.784	.740	.748	.716	.673
From France	.314	.290	.273	.255	.263	.244	.229
From West Germany	.104	.121	.110	.099	.101	.100	.094
From Japan	.001	.001	.001	.001	.001	.001	.001
Large Cars							
From UK	.003	.006	.005	.005	.005	.005	.005
From Italy	.195	.193	.165	.149	.164	.165	.155
From France	.061	.056	.056	.050	.056	.055	.052
From West Germany	.118	.132	.123	.121	.125	.124	.117
From Japan	.001	.001	.001	.001	.001	.001	.001

Note: Units stated in millions. Totals may not add, due to rounding.

But light trucks are only winners

5-month truck sales top the million mark

Continued from Page 10

The Ford Ranger moved ahead of Toyota during the month — 13,205 versus 12,152 — but the latter's five-month count was higher by more than 20,000 units —54,766 versus 34,358.

Through May, dealers had sold 156,220 of the domestic compacts — S-10, Ranger, GMC S-15, Dodge Rampage, Jeep Scrambler and Volkswagen. A year ago, when Scrambler and VW were the only domestics, the total was 16,967 units.

• Five-month sales of medium trucks were down 48.3 percent from a year ago, 18,540 units versus 35,017. The Class 6 count was off 49.6 percent, from 35,017 in 1982 to 17,634.

Through May, the heavy-truck total was 64,977 units, down 3.1 percent from last year's 67,031. The Class 7 count, however, was up 30 percent, from 24,082 a year ago to 31,304. Class 8 was off 21.6 percent to 33,673 units, compared with 42,-949 a year ago.

At the end of the month, the number of unsold new trucks in retailers' hands totaled 544,904 units, a drop of 4.2 percent from last year's 568,755.

Going into June, there were 486,714 light trucks in stock, a decline of 3.4 percent from the year-earlier 503,973 units. Mediums were down 40.6 percent, from 23,429 units a year ago to 13,924. Heavies were up 7 percent, from 41,353 units in 1982 to 44,266.

The Motor Vehicle Manufacturers Assn. estimated that dealers and factory outlets sold 207,617 new trucks in May, a gain of 31.4 percent over last year's 158,054 units. The five-month count was 933,762, up 21.2 percent over the year-earlier 770,193 units.

• No. 1 Chevrolet reported that its dealers retailed 83,746 units during the month, an increase of 31.8 percent over last year's 63,536. The January-May total was 24 percent higher, from 304,620 units in 1981 to 377,747.

In May, Ford dealers retailed 78,883 units, a gain of 22.9 percent over the year-earlier 64,194. Through May, the count was 342,790 units, 12.3 percent higher than the 305,117 sold in the like period in 1981.

GMC Truck & Coach reported a 71.6 percent increase in truck sales in May, from 13,763 units a year ago to 23,655. The five-month total was 105,013 units, up 36.7 percent from the year-earlier 76,793.

Dodge and Plymouth dealers sold 21,333 light trucks during the month, an increase of 29 percent over the year-ago 16,-541 units. The total through May was up 29.3 percent, from 83,663 units in 1981 to 108,212.

Sales of four-wheel-drive Jeep vehicles were down in May but up slightly for the first five months. The May total of 5,713 units was off 6.4 percent from the year-ago 6,104. Through May, the count was 25,076, a gain of 2.2 percent over the previous year's 24,548 units.

• May sales of Volkswagen compact pickups were down 72.5 percent from a year ago, 883 units versus 3,208. The five-month total was 6,292 units, a decline of 58.9 percent from the 15,309 sold in the like period a year ago.

Mercedes-Benz dealers sold 284 medium and light-heavy trucks in May, down 9 percent from last year's 312 units. Through May, the count was 1,-184, a drop of 23.2 percent from the previous year's 1,541 units.

In May, Toyota dealers sold 12,152 compact pickups, a gain of 1.5 percent over the year-earlier 11,972. The five-month total also was 1.5 percent higher, from 53,947 units in 1982 to 54,-766.

During the month, sales of the Datsun compacts dropped 19.5 percent to 7,014 units, compared with 8,710 in 1981. The count through May was 37,479, compared with 50,504 last year.

Sales of the Mazda compacts were up dramatically for both the month and the year. The May total was 3,122 units, 130.4 percent higher than last year's 1,355. The five-month count was 15,082, up 146.5 percent from the year-ago 6,118.

Isuzu dealers retailed 1,687 small pickups during the month, up 50.2 percent over the year-earlier 1,123 units. Through May, the total of 7,074 sales was 197.7 percent higher than last year's 2,376 units.

Big Three May, year-to-date truck sales

	May		Year to date	
	1982	1981	1982	1981
Ford				
Vans	12,199	9,918	51,062	42,422
Club Wagon	3,793	2,469	12,524	11,084
Ranger	13,205	.....	34,358	.....
Courier	1,518	5,045	13,473	29,219
Bronco	4,323	2,635	18,404	14,115
Conventional Pickups	38,866	40,027	193,284	187,524
Mediums	N.A.	3,322	N.A.	17,104
Heavies	N.A.	778	N.A.	3,649
Chevrolet				
Vans	11,656	8,083	43,504	37,454
Sportvan	2,188	1,250	7,109	6,218
S-10	19,358	.....	87,180	.....
LUV	2,243	6,085	12,957	35,276
El Camino	2,223	3,124	9,664	14,853
Blazer	2,638	1,758	14,367	9,316
Suburban	2,899	1,820	14,144	9,197
Conventional Pickups	39,125	39,176	182,557	181,943
Mediums	1,416	2,240	6,265	10,363
Chrysler				
Vans	5,284	4,596	25,951	20,233
Voyager	480	461	2,375	2,255
Ram Wagon	2,886	2,103	12,980	8,554
Rampage	1,699	.....	7,525	.....
Arrow	506	543	2,883	4,681
D-50	2,024	1,579	15,436	13,719
Trail Duster	.....	126	244	861
Ramcharger	1,148	329	4,772	2,454
Conventional Pickups	7,306	6,804	36,046	30,906
GMC				
Vans	2,938	1,888	12,073	9,554
Caballero	261	354	1,284	2,027
S-15	4,365	.....	17,538	.....
Jimmy	643	329	3,370	2,015
Suburban	1,148	299	4,467	2,065
Conventional Pickups	10,977	8,074	48,725	44,553
P models	330	367	1,472	1,553
Mediums	2,351	1,609	11,439	9,712
Heavies	642	863	4,645	5,314

North Carolina to begin vehicle emission checks

CHARLOTTE, N. C.—Yielding to federal pressure, North Carolina officials announced that a vehicle inspection program designed to reduce carbon monoxide air pollution in the Charlotte-Mecklenburg County area will begin in mid-October.

The EPA had told the state either to begin the emission checks or face possible loss of federal funds. The inspections will affect only gasoline-powered vehicles built after 1971.

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Mild sales upturn, prudent production levels team up

Domestic stocks pared to 52 days

Continued from Page 1

a month earlier, 127 days, compared with 83½ days.

The June 1 domestic inventory was divided this way: GM, 55.75 percent; Ford Motor Co., 26.02 percent; Chrysler Corp., 13.81 percent, VWoA, 2.64 percent, and AMC, 1.78 percent.

A month earlier, the domestic inventory was divided as follows: GM, 59.32 percent; Ford Motor Co., 22.61 percent; Chrysler Corp., 13.71 percent; VWoA, 2.49 percent, and AMC, 1.87 percent.

• By size class, all segments were in shorter supply than a month earlier, with subcompacts still the heaviest and standards the leanest.

The industry had a 75½-day supply of subcompacts, down from 91 days, but much heavier than the 36-day stock of standards, down from 48 days.

There was a 49-day supply of compacts June 1, down from 57 days; a 48-day stock of intermediates, down from 65 days, and a 45-day supply of luxury cars, off from 59 days.

The June 1 inventory was divided this way by market segment: Subcompact, 31.10 percent; compact, 21.80 percent; intermediate, 29.57 percent; standard, 10.70 percent, and luxury, 6.83 percent.

A month earlier, the inventory was divided as follows: Subcompact, 29.23 percent; compact, 20.79 percent; intermediate, 30.89 percent; standard, 11.97 percent, and luxury, 7.12 percent.

The June 1 days-supply figures by market class were:

Subcompact—Horizon, 49; Omni, 54; Chevette, 55½; Spirit, 61½; Eagle SX/4, 62; TC3, 70; Cavalier, 71; 024, 73; Escort, 74; Lynx, 74; T1000, 81; LN7, 83; J2000, 96; Skyhawk, 100; Firenza, 112; EXP, 123, and Rabbit, 127.

Compact—Camaro, 18; Firebird, 18; Zephyr, 30; Skylark, 36; Omega, 45; Fairmont, 56; Citation, 60; Concord, 64; Phoenix, 64½; Reliant, 76; Eagle, 77; Aries, 79½; Mustang, 82; Capri, 85.

Intermediate — Cutlass coupe, 28; Malibu, 35; Regal coupe, 36; Grand Prix, 36; Cutlass four-door, 36; Cougar, 41; Regal four-door, 41; Monte Carlo, 42; Gran Fury, 43; Bonneville, 43; New Yorker, 44; Diplomat, 49½; Granada, 53; Cutlass Ciera, 54; Century, 55; Celebrity, 65; Mirada, 67; Cordoba, 71½; LeBaron, 72; XR-7, 76; Thunderbird, 84; 6000, 101, and Dodge 400, 147.

Standard—Olds 88, 23; Olds 98, 28; LeSabre, 28; Mercury, 41; Electra, 42; Chevrolet, 42; Ford, 54; and Pontiac, 61.

Luxury—Imperial, 36½; Toronado, 37½; Riviera, 38; Lincoln, 39; Cadillac, 41; Eldorado, 44; Mark VI, 54; Continental, 59; Corvette, 63; Seville, 72, and Cimarron, 87.

Senate bill would change product liability rules

Continued from Page 2

knew or should have known and one which used technology for which there was sound support in the scientific, technical or medical community.

In a related area, of special delight to the car companies, but possibly not acceptable to Waxman, the section on punitive damages says that a "negligent choice among alternative product designs or warnings, when made in the ordinary course of business, does not by itself constitute 'reckless disregard.'"

In other words, auto makers could save a bundle by having punitive damages assessed only on negligence in choosing a design or in warnings, but not on a "conscious, flagrant indifference" to personal safety.

The section on failure to warn rests on what a maker knew or should have known and what a "reasonably prudent" manufacturer would have done.

Warnings or instructions would have to be given to the user unless provided to a certain class of persons—suppliers to further manufacturers, for example. But a manufacturer would be off the hook for failure to warn about obvious dangers, and the results of misuse, alteration or modification. But a manufacturer would be strictly liable for breach of express warranty.

In the case of lawsuits involving vehicles, dealers would also usually not be included unless it could be shown by a preponderance of the evidence that lack of reasonable care in handling the products—prepping for example—or the seller's own breach of express warranty was the proximate cause of injury.

Another section says comparative responsibility does not bar recovery for third parties, but does reduce compensatory damages proportionate to responsibility.

New-car inventories

	June 1, 1982	May 1, 1982	June 1, 1981
Spirit	61½	71	50
Concord	64	73	30½
Eagle	77	80	44
Eagle SX/4	62	66	44
AMERICAN MOTORS	66	73	40
Horizon	49	89	61
TC3	70	101	61
Reliant	76	66	90
Gran Fury	43	56	—
Plymouth	65½	74	72
LeBaron	72	72	55
Cordoba	71½	93	84
New Yorker	44	49	—
Chrysler	62	66	62
Imperial	36½	77	41
Omni	54	89½	58
024	73	98½	58
Aries	79½	77	103
Dodge 400	147	112	—
Diplomat	49½	59	54
Mirada	67	112	57
Dodge	75	85	77
CHRYSLER CORP.	68	76	73
Escort	74	68½	61
EXP	123	152	—
Mustang	82	82	65
Fairmont	56	58	88
Granada	53	53	97
Thunderbird	84	95	122
Ford	54	62	89
Ford	68	71	76
Lynx	74	61	63
LN7	83	67	—
Capri	85	77	62
Zephyr	30	32	59
Cougar	41	36	73
XR7	76	87	106
Mercury	41	46	78
Mercury	56	55	68½
Lincoln	39	40	49
Continental	59	73	—
Mark VI	54	60	63
Lincoln	48	54	56
FORD MOTOR CO.	64	66	73½
Skyhawk	100	135½	—
Skylark	36	58	50
Century	55	86	—
Regal 4-door	41	59	63
Regal 2-door	36	56½	95
Le Sabre	28	40	57
Electra	42	61	69½
Riviera	38	54½	64
Buick	43	62	67
Cimarron	87	108	102
Seville	72	85	95
Cadillac	41	55	62
Eldorado	44	64½	65
Cadillac	45½	62	66½
Chevette	55½	89	43
Cavalier	71	130	—
Citation	60	77	109½
Camaro	18	31	66
Malibu	35	46½	77
Celebrity	65	137	—
Monte Carlo	42	63	125
Chevrolet	42	61	83
Corvette	63	70	46½
Chevrolet	46	69	80
Firenza	112	159	—
Omega	45	57	64
Ciera	54	82	—
Cutlass 4-door	36	52	41
Cutlass 2-door	28	47	78
Olds 88	23	34	53
Olds 98	28	40	42
Toronado	37½	49	68
Oldsmobile	36	52	57
T-1000	81	93	41
J-2000	96	153	—
Phoenix	64½	86	63
Firebird	18	25	57
Bonneville	43	62	65
6000	101	149	—
Grand Prix	36	61	94
Pontiac	61	63	76
Pontiac	51	71	69
GENERAL MTRS.	44	63	70
VOLKSWAGEN	127	83½	72
TOTAL	52	66	70

Model breakdown

Auction Averages

	JUNE TO DATE	MAY	APRIL
1982	$9,514	$9,102	$8,891
1981	6,995	6,995	6,979
1980	5,453	5,439	5,472
1979	4,629	4,807	4,638
1978	3,743	3,874	3,764
1977	2,960	2,986	2,917
1976	2,171	2,146	2,183
1975	1,448	1,539	1,491
Overall Average	$4,723	$4,799	$4,710

Used car sales

Auction Averages

June to date	$4,723
Month ago	$4,824
Year ago	$4,279

Domestics' prices climb again, but slowly this time

Continued from Page 2

Corp. vehicles at this time is an unconscionable act and a betrayal of the dealer body. After committing dealers to a heavy ordering of vehicles during closeout to participate in a highly questionable incentive, you engineer a method whereby the dealer and the consumer pay the bill."

In reply, a Chrysler Corp. spokesman said: "We are having our national Chrysler-Plymouth and Dodge dealer council meetings in Detroit this week, and that is where this kind of matter is discussed with the elected representatives of our dealer body. We will not comment on the views of self-appointed critics."

Ford's price hike (Automotive News, June 7) was $89 on the Ford Mustang GT and the Mercury Capri RS. Options went up an average of $29 per car.

Ford also raised destination charges an average of $15. The new range is from $308 on Ford Escort and Mercury Lynx to $524 on Lincoln, Mark VI and Continental.

The engine hikes by GM and Chrysler and the increase on Ford performance models is an attempt to cash in on the improved sales of such cars and options during the current period of plentiful gasoline and rather stable fuel prices.

While car and option prices have risen this spring, the boosts are a far cry from the tornado-like blasts that the makers unleashed a year ago.

As noted, the GM hike averages $36 per car this year. Ford's is $29 plus a few dollars more when the Mustang GT and Capri RS increases are spread across the line, and Chrysler's is $91 plus whatever the engine boosts add to the full spectrum.

In 1981, GM prices jumped an average of $351 per car in April. The other two companies held off until May 1, when prices went up $178 and Chrysler's rose $194.

There were increases in destination charges both years. Chrysler's bump last spring was only $1, but Ford's was $16 and GM's was $25.

R&D continues on electrics, as GM eyes $2 gas

Continued from Page 2

members of the international racing press corps who were here for the Detroit Grand Prix.

The latest electric-powered GM development cars use the Chevette body and are powered by nickel-zinc batteries.

General specifications of these vehicles are: A top speed greater than 55 MPH, an acceleration rate of 0-30 MPH in less than eight seconds, a range of 85 miles during highway speeds and 60 miles of city driving and eight hours to recharge a discharged battery pack.

Nickel-zinc batteries, on a pound per pound basis, can store two to two-and-one-half times as much energy as conventional lead-acid batteries, GM said. It added that development engineers predict the nickel-zinc battery pack will have a useful life of at least 40,000 miles.

The latest series of electric-powered test vehicles are expected to have logged over 250,000 test miles by mid-summer.

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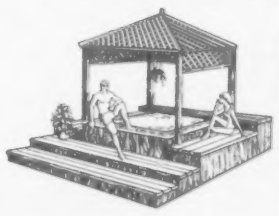

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6 plants idle; week's total is 116,126 cars

Downtime shackles U.S. auto output

By Patricia Hoffman
Staff Writer

Marred by downtime at six U. S. car assembly points, last week's production was only slightly higher than that of the previous shortened holiday week.

Returning to normal five-day operations last week, the auto makers scheduled output at 116,126 units, up 3.79 percent from 111,881 built during four days the previous week, but down 30.52 percent from 167,125 units in the comparable 1981 week.

So far this year, the car manufacturers have assembled 2,320,934 cars, down 27.51 percent from 3,201,534 completed at this time last year.

With downtime scheduled at three of Chrysler Corp.'s four assembly points, the company built only 2.41 percent of last week's total.

Shares for the other companies were: General Motors, 66.17 percent; Ford Motor, 27.40 percent; Volkswagen of America, 2.72 percent; American Motors, 1.21 percent, and Checker Motors, 0.09 percent.

Idle last week were Chrysler's Belvidere, Jefferson and Newark facilities. The plants, down for inventory control, are scheduled to return today (June 14).

Chrysler's St. Louis point operated a daily nine-hour shift last week. It was the fourth consecutive week of overtime at the facility.

Two GM J-car plants were idle last week to control overstocked inventory. They were Framingham and Leeds. Framingham is slated to return today, and Leeds is scheduled to resume operations June 28.

AMC's Kenosha point, which was idled May 28 for vacation, is slated to return tomorrow (June 15) with production of the new Alliance models.

Saturday overtime was scheduled last week at GM's Linden point and Ford's Kansas City facility.

VWoA's Westmoreland plant resumed operations last week after a two-week shutdown to control inventory.

Peck's NHTSA begins 35-MPH car crashes

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — NHTSA contractors have begun high-speed crash testing on 1982-model cars.

Its resumption was promised by NHTSA head Raymond A. Peck in February, 1981, when he decided to drop the pass/fail rating system used by NHTSA under the Carter Administration. Instead, Peck's NHTSA will use charts showing comparisons.

He also announced previously a plan to test for repeatability of results of the 35-MPH crash tests—an issue raised persistently by the auto makers. The U. S. requires only that cars meet 30-MPH crash standards.

Last February, a 1982 Volvo was tested with spectacular crashworthiness results. NHTSA has decided to use Chevrolet Citations for repeatability tests, although those are not yet underway.

But 1982 models for the 35-MPH frontal barrier tests and windshield and fuel-tank tests have been acquired. NHTSA has also chosen most of the contractors for the tests, including Calspan, Dynamic Sciences, Transportation Research Center and National Technical Systems, West.

Up for testing are a Chrysler LeBaron convertible, Dodge Omni four-door hatchback, Dodge 400 coupe Dodge Colt four-door hatchback, Ford Escort four-door hatchback and Ford Granada four-door sedan.

Others scheduled to be crashed: Ford LTD four-door sedan, Lincoln Continental four-door sedan, Chevrolet Chevette four-door hatchback, Chevrolet Camaro coupe, Chevrolet Cavalier two-door hatchback and Chevrolet Celebrity four-door sedan.

Also, Chevrolet Impala four-door sedan, Honda Accord four-door sedan, Mazda 626 four-door sedan, Nissan Sentra four-door sedan, Nissan Stanza four-door hatchback, Renault Fuego coupe and Saab 900 four-door.

Also, Toyota Celica coupe, Toyota Corona four-door sedan, Volkswagen Quantum four-door sedan and Volkswagen Scirocco coupe.

Some of the 1981 models—notably General Motors J-cars (Chevrolet Cavalier, Pontiac J 2000, Cadillac Cimarron) — remain untested because of a dispute with the California testing firm Minicars.

Canadian makers build 21,600 cars, up a bit for week

Canadian auto production last week rose a fraction above the previous week's total, but output was below that of the comparable 1981 period.

The auto makers targeted 21,600 units last week, up slightly from 21,387 the previous week, but down 5.94 percent from 22,965 in the same week last year.

Year-to-date, the manufacturers have assembled 423,208 cars, up 3.39 percent from 409,312 at this time in 1981.

The truck makers estimated 13,145 units last week, a 4.01 percent gain from 12,638 the previous week and up 6.88 percent from 12,299 in the comparable week last year.

So far this year, there have been 250,869 trucks completed, a drop of 5.13 percent from the 264,426 units built by June 13 last year.

Chrysler Corp. has announced plans to end production of 1982 cars and trucks at its Windsor facilities on July 16. Assembly of 1983 vehicles is slated to begin Aug. 2.

American Motors' Brampton plant will resume second-shift operations July 19 with a production rate of 15 units an hour slated on each shift.

All car and truck facilities were reported working last week.

3 plants down, truck production holds at 43,000

With three plants idle and a one-day partial shutdown at General Motors' Moraine facility, U. S. truck production last week rose only slightly above the previous holiday week.

The truck makers scheduled 43,138 units last week, up 0.35 percent from 42,987 built during the previous four-day week and a 5.21 percent gain from 41,003 units in the comparable 1981 week.

Year-to-date production totals 913,353, up 9.75 percent from 832,200 in the same period last year.

Idle for inventory adjustment last week were Ford Motor's Louisville point and Chrysler Corp.'s Belvidere facility.

American Motors' Toledo truck point began a two-week vacation shutdown June 4. Operations are scheduled to resume June 21.

The S-truck line at three GM plants operated on daily 10-hour shifts last week. They were: Shreveport, Pontiac and Moraine. The Moraine plant cut S-truck production to six hours on Friday (June 11) to take inventory.

Chrysler's Warren facility worked a daily nine-hour shift last week. It was the 15th consecutive week of overtime at the plant.

Ford's Michigan truck point worked last Saturday.

Operations resumed last week at Volkswagen of America's Westmoreland plant after a two-week shutdown to control inventory.

U. S. CAR PRODUCTION

	Week Ended June 12, 1982	Week Ended June 13, 1981	Week Ended June 5, 1982	June to Date	Jan. 1 to June 13, 1981	Jan. 1 to June 12, 1982
AMERICAN MOTORS	1,400*	2,400*	1,400*	2,800*	51,654*	27,499
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	2,800	18,864	13,029	15,829	389,261	268,791
Plymouth Total	00	10,228	5,091	5,491	200,669	111,557
Horizon	.....	2,929	2,007	2,007	75,480	33,486
Reliant	400	7,299	3,084	3,484	115,602	78,071
Caravelle	.....	.....	.....	.....	2,139	.....
Gran Fury	.....	.....	.....	.....	7,448	.....
Chrysler Total	1,400	.....	2,415	3,815	22,098	52,014
LeBaron	1,400	.....	2,415	3,815	17,236	52,014
Chrysler	.....	.....	.....	.....	4,862	.....
Dodge Total	1,000	8,637	5,523	6,523	166,494	105,220
Omni	.....	2,955	1,789	1,789	59,213	30,979
Aries	300	5,682	2,779	3,079	90,955	58,607
Diplomat	.....	.....	.....	.....	12,644	.....
Dodge 400	700	.....	955	1,655	.....	15,634
St. Regis	.....	.....	.....	.....	3,682	.....
FORD MOTOR	31,816	36,900	28,430	60,246	683,815	529,802
Ford Division	20,584	24,079	18,830	39,414	468,030	339,192
Escort	7,087	7,475	6,636	13,723	175,546	142,382
Fairmont	3,899	4,863	3,303	7,202	99,275	57,791
Must./Must. II	3,789	5,013	3,256	7,045	77,580	61,658
Granada	4,438	2,811	3,569	8,007	40,551	54,158
Thunderbird	1,169	2,231	1,854	3,023	34,174	19,433
Ford	.....	1,686	.....	.....	40,904	.....
EXP	202	... ...	212	414	.....	3,770
L-M Division	11,232	12,821	9,600	20,832	215,785	190,610
Mercury Total	9,150	10,771	7,601	16,751	182,807	144,605
Lynx	2,327	2,840	1,648	3,975	60,682	41,882
Capri	1,044	2,136	648	1,692	26,734	14,568
Zephyr	1,640	1,996	1,333	2,973	29,910	19,008
Cougar	1,841	1,458	1,419	3,260	20,660	26,011
XR-7	444	1,034	758	1,202	14,848	6,258
Mercury	1,805	1,307	1,764	3,569	29,975	36,078
LN7	49	.....	31	80	.....	800
Lincoln Total	2,082	2,050	1,999	4,081	32,978	46,005
Continental ('82)	416	.....	400	816	.....	9,730
Lincoln	1,021	1,028	981	2,002	16,051	20,524
Mark VI	645	1,022	618	1,263	16,927	15,751
GENERAL MOTORS	76,840	105,502	68,922	145,762	1,990,084	1,449,887
Buick Division	17,334	20,774	16,788	34,122	445,754	341,510
Skylark	3,220	5,554	2,712	5,932	121,551	61,398
Skyhawk J	.....	.....	2,665	2,665	.....	42,759
Century	3,185	2,254	2,933	6,118	81,170	57,600
Regal	5,271	7,617	4,302	9,573	135,574	88,104
Buick	4,443	4,013	3,280	7,723	79,143	74,410
Riviera	1,215	1,336	896	2,111	28,316	17,239
Cadillac Division	5,650	6,813	4,422	10,072	131,201	112,585
Cimarron	73	817	37	110	2,620	1,511
Seville	373	490	278	651	13,329	11,360
Eldorado	1,604	1,603	1,189	2,793	31,594	29,083
Cadillac	3,600	3,903	2,918	6,518	83,658	70,631
Chevrolet Division	24,760	40,060	21,166	45,926	715,628	451,376
Chevette	5,860	8,298	4,494	10,354	154,615	99,777
Cavalier	1,339	2,860	1,116	2,446	18,393	39,169
Celebrity	185	.....	1,397	1,582	.....	30,123
Camaro	5,255	4,099	4,289	9,544	67,929	101,802
Citation	4,860	8,240	4,370	9,230	174,823	78,200
Malibu	3,300	7,009	2,893	6,193	132,256	50,121
Monte Carlo	2,290	4,291	1,569	3,859	70,776	28,375
Chevrolet	1,080	4,810	554	1,634	83,172	10,352
Corvette	600	453	484	1,084	13,664	13,457
Oldsmobile Division	16,562	22,001	13,987	30,549	460,059	344,338
Omega	1,720	3,166	1,674	3,394	72,603	38,510
Firenza	.....	.....	758	758	.....	29,331
Cutlass	4,800	11,863	3,844	8,644	231,044	84,325
Cutlass/Ciera	2,615	.....	2,574	5,189	.....	55,568
Oldsmobile	6,463	5,914	4,424	10,887	132,592	120,385
Toronado	964	1,058	713	1,677	23,820	16,219
Pontiac Division	12,534	15,854	12,559	25,093	237,442	200,078
Acadian†	365	559	364	729	11,188	6,218
J2000	1,705	2,719	1,187	2,892	16,435	15,679
T1000	1,560	2,423	1,182	2,742	32,343	13,724
Firebird	3,479	2,395	2,823	6,302	32,161	59,377
Phoenix	1,795	2,475	1,818	3,613	56,729	20,837
Grand Prix	1,815	3,037	1,816	3,631	50,470	35,572
Bonneville ('82)	1,815	.....	1,817	3,632	.....	35,524
A6000	.....	.....	1,552	1,552	.....	13,147
LeMans	.....	1,894	.....	.....	30,907	.....
Pontiac	.....	352	.....	.....	7,209	.....
VOLKSWAGEN	3,170	3,383	.....	3,170	85,572	43,192
CHECKER	100*	75*	100*	200*	1,148*	1,763*
Total Cars, U. S.	116,126	167,125	111,881	228,007	3,201,534	2,320,934

CANADIAN CAR PRODUCTION

	Week Ended June 12, 1982	Week Ended June 13, 1981	Week Ended June 5, 1982	June to Date	Jan. 1 to June 13, 1981	Jan. 1 to June 12, 1982
AMERICAN MOTORS	600	728	485	988	14,987	12,521
CHRYSLER CORP.	3,440	1,879	3,531	6,265	15,421	78,034
FORD MOTOR	8,935	7,358	9,002	16,137	106,781	150,115
GENERAL MOTORS	8,400	12,775	8,144	14,915	267,171	177,576
VOLVO	225	225	225	405	4,952	4,962
Total Cars, Canada	21,600	22,965	21,387	38,710	409,312	423,208
N. American Cars	137,726	190,090	133,268	266,717	3,610,846	2,744,142
N. American Trucks	56,283	53,302	55,625	109,380	1,096,626	1,164,222
North American Cars and Trucks	194,009	243,392	188,893	376,097	4,707,472	3,908,364

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

TRUCK PRODUCTION IN U. S.†

	Week Ended June 12, 1982	Week Ended June 13, 1981	Week Ended June 5, 1982	June to Date	Jan. 1 to June 13, 1981	Jan. 1 to June 12, 1982
CHEVROLET	15,550	12,651	13,635	29,185	268,605	310,401
DODGE	2,400	2,952	2,804	5,204	44,392	59,709
FORD	14,293	16,056	16,553	30,846	303,486	326,007
GMC	6,200	3,865	5,747	11,947	90,015	116,927
INTERNATIONAL	1,195	1,658*	1,198	2,393	33,875	24,056
VOLKSWAGEN	450	834	.....	450	20,941	7,512
JEEP	2,000*	1,697*	2,000*	4,000*	40,501	40,711*
AM GENERAL	50*	90*	50*	100*	1,985	1,030*
MISCELLANEOUS	1,000*	1,400*	1,000*	2,000*	28,400*	27,000*
Total Trucks, U. S.	43,138	41,003	42,987	86,125	832,200	913,353

CANADIAN TRUCK PRODUCTION

	Week Ended June 12, 1982	Week Ended June 13, 1981	Week Ended June 5, 1982	June to Date	Jan. 1 to June 13, 1981	Jan. 1 to June 12, 1982
CHRYSLER CORP.	2,543	2,011	2,087	4,212	36,335	48,013
FORD MOTOR	3,939	3,493	3,825	6,999	79,767	66,302
GENERAL MOTORS	6,401	6,546	6,462	11,571	142,606	130,864
INTERNATIONAL	262	249	264	473	5,718	5,690
Total Trucks, Canada	13,145	12,299	12,638	23,255	264,426	250,869
N. American Trucks	56,283	53,302	55,625	109,380	1,096,626	1,164,222

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

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Automotive News

June 21, 1982

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It appears, at this point, that it won't fly

Supercar plan gets a super panning by Administration

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—The contest for the multimillion-dollar government-sponsored contest for a clean, safe, 100-MPG Supercar—an idea developed by Battelle Memorial Institute and backed enthusiastically by Rep. Bob Shamansky, Ohio Democrat—is going nowhere during this Congress.

In July, 1981, a House Science subcommittee held hearings in Detroit where the idea was panned by Ford and General Motors. Last week, the same subcommittee heard the Reagan Administration blast it both for philosophical reasons and for its unworkability.

A companion bill, introduced by Senator Ted Stevens, Alaska Republican, has seen no action so far.

The "supercar" bills offer prizes to American companies that develop very high mileage passenger cars—80-85 MPG for gasoline versions and 100 to 105 MPG for diesel. The car would have to carry four people and luggage, meet existing safety and emission standards and sell for $6,500 in 1982 dollars.

The big prize would be $140 million to the winner who would have to develop six prototypes and show feasibility of manufacturing and selling at a rate of at least 100,000 units per year for a minimum of three years.

Consolation prizes for the four runners-up would be $20 million each.

According to Shamansky, even if the project did not reach the prototype stage, it would be worthwhile to know that the technology exists and is available.

Battelle Chairman Dr. Sherwood L. Fawcett designed a vehicle to meet the demanding specifications using current and state-of-the-art technology. It would be about the size of a General Motors X-car or a Chrysler K-car but would be somewhat narrower, highly streamlined and would use aluminum, plastic and steel.

It would have an engine with or without a flywheel; have intermittent supercharging and a continuously variable transmission, regenerative braking, reduced rolling resistance tires and a lower accessory load. To achieve safety, it would have passive restraints and would be long enough to absorb crush.

Battelle officials have taken this idea to three domestic auto makers, four major oil companies, three auto suppliers, three insurance companies, a national car rental company, two investment bank houses and two major foundations.

All have said, in effect, what a good idea, but no thanks. Battelle says it would do the car itself but it does not have the money.

Last July in Detroit, Ford and General Motors — although deferring politely to subcommittee member Rep. Tom Harkin, Iowa Democrat, in his idea for joint government-industry cooperation on basic research — said industry itself could design

Continued on Page 4, Col. 1

Due in September

Citroen pins hopes on BX

Citroen has released these pictures of the BX, a car to be introduced in Europe in September which is expected to add considerably to Citroen's sales volume. It will compete with such vehicles as the Renault 18, Opel Ascona (J-car) and Nissan Stanza. Peugeot has denied reports that the BX will be sold in the U. S. by Peugeot dealers, but Citroen has said the BX was designed to meet U. S. regulations.

52½-day stockpile of imports is on par with domestic level

By Richard A. Wright
Assistant Managing Editor

For the first time in recent memory, the inventory June 1 of new imported cars in the U. S. was heavier than the domestic stockpile — not much heavier, 52½ days compared with a 52-day supply of U. S.-built cars, but an indication of how rapidly situations can change in the volatile auto industry.

In fact, the import stockpile was down from 56 days a month earlier and was riddled with shortages.

Importers and their dealers had 399,030 new cars in stock June 1, which was up from 368,113 a month earlier. The lower days-supply level was the result of a stepped-up sales pace in May.

The inventory of new imported pickup trucks totaled 171,655, little changed from 171,097 a month earlier, but the pickup supply was also lower because of stronger sales, at 142 days. Trucks were in 168-day supply May 1.

The combined car and truck inventory was 570,685, a 65-day supply, compared with 542,710 May 1, a 72-day supply.

• Toyota and Honda continued to carry very lean stockpiles, both with 23-day supplies June 1. A month earlier, Toyota had a 29-day stock, while Honda had a 26-day supply.

Mercedes-Benz continued to be very short of cars with a 24-day supply. Also on the lean side was Porsche at 37 days.

The inventory of Japanese-built new cars in the U. S. totaled 270,651, up from 259,813 May 1. But the June opening figure represented a 44-day supply, down from 52 the preceding month because the increased sales pace more than offset the gain in unit count.

Japanese nameplates and their car days-supply levels were: Toyota, 23 days; Honda, 23 days; Subaru, 49 days; Mazda, 58½ days; Nissan, 62 days, and Isuzu, 187 days. Chrysler Corp. had a 147-day supply of Mitsubishi-built Colts, Champs, Challengers and Sapporos.

• The stockpile of West German-built cars totaled 80,729 new cars, up from 59,600 a month earlier. Most of the increase was accounted for by Volkswagen and Audi, which had 187-day and 163-day stocks, respectively, on June 1. VW also had a 127-day supply of U. S.-built Rabbits.

The other three German nameplates were in shorter supply — Mercedes-Benz, 24 days; Porsche, 37 days, and BMW, 51 days.

Inventories of other European lines included: Jaguar, 53 days; Volvo, 57 days; Renault, 70 days; Saab, 71 days; Peugeot, 113 days, and Fiat, 127 days.

Inventories of new imported pickup trucks June 1 were: Toyota, 78 days; Mazda, 104 days; Isuzu, 170 days; Chevrolet LUV, 178 days; Nissan, 189; Chrysler Corp. (Mitsubishi), 213, and Ford Courier, 311 days.

12.5 pct. financing for July; dealers spared depreciation loss

GMAC drops leasing bombshell

By Joseph Bohn
Marketing Editor

General Motors Acceptance Corp. is launching a new retail lease program, with a special 12.5 percent finance rate, that is certain to stir dealer interest and competitive controversy.

"Independent lessors are going to become unglued," when the program hits, predicted one leasing expert, noting the high rates which many are currently paying for their money.

On the other hand, GM dealers are enthused about the plan. Some are paying 17.5 percent for lease money right now and feel the GMAC program will inject new life into their business.

Novice lease dealers will find the program a "good way to get their foot in the door without a lot of risk," predicted the lease manager for one large GM dealership.

Under the program, GMAC retains title to the vehicle, and the dealer has no obligation to buy it back at the end of the lease period.

GMAC declined comment. However, it was learned the financial giant will begin advertising its program in trade and upscale consumer and business publications June 28.

Industry sources said the program is actually a re-introduction of a previous one, first offered about six or eight months ago, at a much higher finance rate. At that time, it failed to get much support.

This time around, though, GMAC seems determined to put it across.

Aside from the July introductory offer of 12.5 percent (plus $5.50 separate charge per vehicle; the rate reverts to 15.5 percent after July), GMAC began holding lengthy seminars with dealers last week to explain the program in depth.

It also is allowing dealers who write five leases within 60 days of signing up to keep a free computer, which they get up front to assist in calculating contracts, as a further incentive premium.

GMAC has not previously offered any kind of lease program that protects dealers against possible loss in estimating depreciation. (Unlike Ford, the company has never guaranteed the resale value of its vehicles.)

Essentially, the dealer and the lessor, depending on whether it was an open or closed end lease, assumed responsibility for depreciation. The dealer had to estimate residual value to handle the lease, and the responsibility to make up any difference went to him, for example.

Under its new program, GMAC removes this risk.

Near the end of the lease period, dealers inspect the vehicle in the presence of the lessee and make out a report on any liability for excess mileage or abnormal wear.

GMAC then appraises the ve-

Continued on Page 4, Col. 1

breaking news

V-8-6-4 case in New Jersey Supreme Court

DETROIT.—The New Jersey Supreme Court has granted General Motors permission to appeal the class-action status of a lawsuit filed against its Cadillac V-8-6-4 engine. The lawsuit filed by Adrian Karp 18 months ago was given class action status by Trial Court Judge Arnold M. Stein on Jan. 29, 1982. Both sides are scheduled to argue before the Supreme Court this fall. The suit charges that GM's Cadillac V-8-6-4 engine is defective and a safety hazard.

Lada pays if buyer loses job

AJAX, Ont.—Lada Cars of Canada, Inc., is offering a free one-year car-payment insurance plan that pays $200 per month for up to 12 months if buyers of Lada and Niva 4WD vehicles lose their jobs through involuntary layoffs. The program, offered in conjunction with a free 24-month/50,000-

See BREAKING NEWS, Page 8, Col. 1

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